Margaret P. Grafeld Declassified/Released US Department of State EO Systematic Review 22 May 2009

Message Text

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ACTION EB-08

INFO OCT-01 EA-07 ISO-00 DODE-00 NSAE-00 USIA-06
TRSE-00 ERDA-05 CIAE-00 COME-00 /027 W
----------058529 031213Z /53
R 030759Z AUG 77
FM USLO PEKING
TO SECSTATE WASHDC 8331
INFO AMEMBASSY ROME
AMEMBASSY TOKYO
AMCONSUL HONG KONG

C O N F I D E N T I A L PEKING 1613

E.O. 11652: GDS
TAGS: EEWT CH US IT EQIP ESTC
SUBJ: STATUS OF IBM AND NUOVO PIGNONE SALE OF COMPRESSOR TECHNOLOGY

REF: PEKING 1276

1. REPRESENTATIVE OF ITALIAN FIRM ENI (PARENT COMPANY OF NUOVO PIGNONE), HAS TOLD US THAT NUOVO PIGNONE IS PROCEEDING WITH ITS CONTRACT TO SUPPLY TECHNOLOGY FOR THE MANUFACTURE OF CENTRIFUGAL COMPRESSORS, BUT THAT THE COMPANY IS QUICKLY APPROACHING THE POINT AT WHICH IT WILL NEED TO KNOW WHO WILL SUPPLY THE REQUIRED COMPUTER. IBM IS THE TRADITIONAL SUPPLIER OF NUOVO PIGNONE'S COMPUTER NEEDS AND IS THE FIRST CHOICE OF THE COMPANY TO SUPPLY THE EQUIPMENT FOR THIS CONTRACT. HOWEVER, IBM AND THE CHINESE NEGOTIATORS HAVE STILL NOT BEEN ABLE TO AGREE ON THE TERMS OF THE SALE, PARTICULARLY THE PRICE (IBM REPRESENTATIVES HAVE BEEN IN PEKING ON SEVERAL OCCASIONS IN RECENT MONTHS, BUT THEY HAVE NOT TOLD US WHAT KIND OF BUSINESS DISCUSSIONS THEY ARE HOLDING).

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2. ANOTHER UNANSWERED QUESTION IS WHETHER COCOM APPROVAL FOR THE EXPORT OF THE COMPUTER CAN BE OBTAINED. ENI REPRESENTATIVE SAID HE KNOWS THAT PRC HAS ALREADY TALKED WITH SIEMENS AND MAY ALSO HAVE TALKED WITH HITACHI. CHINESE TOLD ENI THAT THERE WILL BE FEWER PROBLEMS WITH COCOM IF THE COMPUTER IS OBTAINED FROM EITHER OF THESE COMPANIES.

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ENI REP SAYS THAT HE IS NEVERTHELESS ATTEMPTING
TO CONVINCE PRC TO BUY THE IBM COMPUTER.
WOODCOCK

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NNN

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Message Attributes

Automatic Decaptioning: X
Capture Date: 01-Jan-1994 12:00:00 am
Channel Indicators: n/a
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Concepts: SALES, COMPRESSORS
Control Number: n/a
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Sent Date: 03-Aug-1977 12:00:00 am
Decaption Date: 01-Jan-1960 12:00:00 am
Decaption Note:
Disposition Action: RELEASED
Disposition Approved on Date:
Disposition Case Number: n/a
Disposition Comment: 25 YEAR REVIEW
Disposition Date: 22 May 2009
Disposition Event:
Disposition History: n/a
Disposition Reason:
Disposition Remarks:
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Executive Order: GS
Errors: N/A
Expiration:
Film Number: D770278-0016
Format: TEL
From: PEKING
Handling Restrictions: n/a
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Original Handling Restrictions: n/a
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Reference: 77 PEKING 1276
Retention: 0
Review Action: RELEASED, APPROVED
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Review Release Event: n/a
Review Transfer Date:
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Status: NATIVE
Subject: STATUS OF IBM AND NUOVO PIGNONE SALE OF COMPRESSOR TECHNOLOGY
TAGS: EEWT, EQIP, ESTC, CH, US, IT
To: STATE
Type: TE
vdkvgwkey: odbc://SAS/SAS.dbo.SAS_Docs/18bf8c4e-c288-dd11-92da-001cc4696bcc
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